

Message Text

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R 250746Z FEB 76ZDK

FM USINT BAGHDAD

TO JAMES A. DEMMLER

TECHNOLOGY MARKETING DEPARTMENT

ALUMINUM COMPANY OF AMERICA

1501 ALCOA BUILDING

PITTSBURGH, PENNSYLVANIA 15219

TELEX 866740 OR 812469

TELEPHONE: 412-553-4545

INFO SECSTATE WASHDC 2866

AMEMBASSY BELGRADE

AMEMBASSY BONN

UNCLAS BAGHDAD 0240

E.O. 11652: N/A

TAGS: EMIN, BFOL, IZ

SUBJECT: MAJOR PROJECT IRAQ: ALUMINUM SMELTER PROJECT

REF: (A) FEB 18 ALCOA TO USINT TELEX, (B) FEB 9 KESSLER
TO KILLOUGH LETTER

1. APPRECIATE RECENT ALCOA UPDATES, ESPECIALLY REF B WHICH
ARRIVED FEBRUARY 19.

2. TO ANSWER REF A QUESTION: P. WILLIAM BAKARIAN HAS CONSULTING
FIRM POBOX 11207 FORT LAUDERDALE, FLORIDA 33306, TELEPHONE
305-566-3189. HOLDS DEGREES FROM C T, U. OF MICHIGAN AND YALE
(PHD PHYSICS OF METALS). HAS RECENTLY COMPLETED
UN-SPONSORED
TOUR AS ADVISER TO GOI MINISTRY OF INDUSTRIES AND MINERALS--
CONCENTRATING ON ALUMINUM (PARTICULARLY KHOR AL-ZUBAIR SMELTER).

3. REGRET YOU HAVE BEEN UNABLE FIND US INDUSTRIAL CONTRACTORS
TO PURSUE IRAQ OPPORTUNITY. IF CURRENT EXCHANGE OF IDEAS WITH
KLOCKNER INDUSTRIES ANLAGEN GMBH OF WEST GERMANY DOES NOT LEAD
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TO DESIRED RESULTS, RECOMMEND YOU CONSIDER COOPERATION WITH

IMPEX METALS CORPORATION, SUITE 2925 EMPIRE STATE BUILDING,
350 FIFTH AVENUE, NEW YORK, N.Y. TELEPHONE: 212-565-7090,
TELEX: 224360 (IMPEX). THIS IS PART OF YUGOSLAV GROUP WHICH
CONSTRUCTED 200 THOUSAND TON PER YEAR ALUMINUM SMELTER AT
TITOGRAĐ (BAKARIAN CAN SUPPLY DETAILS). IN IRAQ FIRM IS KNOWN
AS GENERAL EXPORT (YUGOSLAVIA) AND ITS EXERCISES CARE DISCUSSING
JOINT VENTURES IN IRAQ AND KUWAIT WITH NUMBER OF US FIRMS.
FOR REASONS WHICH STATE DEPARTMENT DESK OFFICER FOR IRAQ (MARY
MAUGHAN, PHONE 202-632-0695) CAN DETAIL, YUGOSLAVS ARE UNUSUALLY
WELL SUITED FOR INDUSTRIAL ENGINEERING ACTIVITIES IN IRAQ.
THEIR PERFORMANCE RECORD IS VERY GOOD, ACCORDING TO IRAQI
GOVERNMENT EXPERTS, AND THEIR COSTS ARE HIGHLY COMPETITIVE.
IN RECENT CONVERSATION USINT COMMERCIAL OFFICER CONFIRMED IN
GENERAL WAY TO GENERAL EXPORT EXECUTIVE THAT MINISTRY WISHES
TO DO BUSINESS WITH ALCOA ON KHOR AL-ZUBAIR PROJECT. EXECUTIVE
HAD ALREADY HEARD SIMILAR REPORT FROM HIS MINISTRY OF INDUSTRIES
CONTACT. YUGOSLAV FIRM DEFINITELY INTERESTED IN OFFERING ITS
SERVICES TO YOU.
WILEY

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